

Partnerships in Progress

The specific activities implemented through an Allied Partnership are as varied as the partners themselves. Here are just two examples of recent Allied Partner activities.

Allied Partner McBroom Electric, working with U.S. Electrical Motors, conducted a motor analysis for Cummins Engine Company, Inc. using MotorMaster+ software and performed a comprehensive audit of the motors used in Cummins' manufacturing process. As a result, nearly 800 energy efficient motors were installed and savings of an estimated \$200,000 annually in motor energy costs were realized.

The Compressor Distributors Association (CDA) is a BestPractices Allied Partner with approximately 600 member companies who serve thousands of industrial end users of industrial compressed air. In 2000, the CDA sponsored a national series of training sessions in the principles of a systems approach for equipment distributors and manufacturers' representatives. Approximately 600 distributors participated in this tailored 2-1/2 day Compressed Air Challenge® training and many have already agreed to work with DOE to co-host a Compressed Air Challenge® training workshop for their customers.

INDUSTRIES OF THE FUTURE BestPractices

Energy Smart Technology
for Today



BestPractices is part of the Office of Industrial Technologies' (OIT) Industries of the Future program, which helps the country's most energy-intensive industries improve their competitiveness. BestPractices brings together the best-available and emerging technologies to help companies begin improving energy efficiency, environmental performance, and productivity right now.

For Additional Information
Please Contact:

OIT Clearinghouse
Phone: (800) 862-2086
Fax: (360) 586-8303
clearinghouse@ee.doe.gov

Visit our Web site at
www.oit.doe.gov/bestpractices



Office of Industrial Technologies
Energy Efficiency and Renewable Energy
U.S. Department of Energy
Washington, DC 20585

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Allied Partners

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What is an Allied Partner?

Allied Partners are industrial associations, manufacturers, industrial service and equipment providers, utilities, and other organizations that voluntarily work with the U.S. Department of Energy's (DOE) Office of Industrial Technologies (OIT). The partners seek to promote increased energy efficiency and productivity for those industries that participate in OIT's Industries of the Future (IOF) program. The Allied Partner initiative began in 1995; today, under OIT's BestPractices, more than 200 companies are Allied Partners.

What activities do Allied Partners undertake?

Allied Partners work with OIT to promote industrial efficiency as part of their regular business practice. These efforts may include:

- Creating awareness of and promoting new, efficient industrial technologies
- Distributing technical materials and decisionmaking tools
- Providing training on a best practice approach to industrial systems such as motors, compressed air, pumping, steam, and process heating
- Encouraging participation in OIT's research and development activities

Allied Partners may be companies or organizations that serve industrial customers; they may also be industrial manufacturing firms. In either case, the goals are the same—to promote greater energy efficiency and productivity. For some activities, Allied Partners may choose to form a project team that includes both customer and service provider.

What are the benefits of becoming an Allied Partner?

As an Allied Partner, you will have the latest information on technical research, software tools, resources, and expertise that will help you share with your members, customers, staff, and suppliers. By expressing an interest in improving your bottom line, you indicate that you understand the importance of translating this information into proven results. And, because implementing energy efficient technologies significantly reduces industrial emissions and pollution, your company will be known as one that's environmentally responsible.

OIT recognizes Allied Partners' efforts to improve industrial energy efficiency by publicizing their successes through activities such as:

Added benefits For Allied Partners

In addition to realizing energy and cost savings for your company and/or customers, becoming an Allied Partner will also provide you with:

- Access to new and emerging technologies
- Evaluation materials
- Opportunities to network with other industrial leaders
- Notification of solicitation information and key industrial meetings

- Published case studies that are also featured in the *Energy Matters* newsletter
- Annual program reports and partner profiles
- Articles and press releases sent to publications such as *Plant Services*, *Electrical Apparatus*, *Chemical Processing*, *Industry Week*, and similar technical journals and magazines
- Database listing of Allied Partners on the BestPractices Web site

How do I become an Allied Partner?

Becoming an Allied Partner is easy and there is no charge to participate. Just return the attached card or contact the OIT Clearinghouse to have an information package sent to you. A BestPractices

What are OIT's Industries of the Future?

The most energy-intensive U.S. industries are working with OIT under its Industries of the Future (IOF) strategy to prioritize and pursue research and development needs, encourage the adoption of new technologies, and promote best energy management practices for industrial systems. These industries include:

- agriculture
- aluminum
- chemicals
- forest products
- glass
- metal casting
- mining
- petroleum
- steel

By working with these industries to deliver energy efficiency information, training, and assistance, Allied Partners enhance the IOF strategy.

representative will contact you to discuss the Allied Partnership. They will work with you to identify the types of activities that will benefit your association, company, or organization. OIT will draft an agreement that outlines areas of mutual cooperation and activities to be undertaken. Priority for program resources will be given to proposed activities that: 1) target the OIT's Industries of the Future, and 2) show the greatest potential for energy savings within these industries.

I'm interested in helping my company and customers save energy and increase productivity.
Please send me information about becoming an Allied Partner.

Name _____ Title _____

Company _____

Address _____

City/State/Zip _____

E-mail/Phone _____

Type of company/organization you represent: _____

